



WESTERN SYDNEY
BUSINESS CENTRE

WORKSHOP

HOW TO SELL

YOUR SERVICES

Workshop Details

Date

Tuesday 6th June 2017

Time

9:30am - 11:30am (2 hours)

Venue

Charles Harper Room (Inside Hawkesbury
Regional Library)

Deerubbin Centre

300 George Street, WINDSOR NSW

(Ask at the Library's front Reception desk for
directions)

Cost

Free to Attend

Bookings

Please phone our head office on
02 4721 5011 or book online by visiting
www.wsbusiness.com.au



Workshop Overview

Sales is the lifeblood of any business. No matter how much you love helping people, without sales you have a charity not a business. In a service based business you need to be convinced that the services you offer add significant value to your clients.

Topics covered: Conviction selling; creating your value proposition; selling to different types of people; sales strategies that work; closing a sale; and overcoming fear.

Workshop Presenter

JOHN DRURY



John is the Founder and CEO of what became a large community organisation with strategic national and international partnerships. For 24 years he worked with people and developed community leaders across 14 nations followed by successfully managing a small business for 2 years while pursuing a personal growth journey. He began business mentoring in 2010 working with a wide range of small business owners and corporate executives.

John is author of a book published in August, 2016 called **INTEGRATE** – “Why work-life balance is a myth and what you really need to create a fulfilling lifestyle”.



This project has been supported by the [Australian Small Business Advisory Services programme](#), an Australian Government initiative.